



# The MUSIC TRADE REVIEW

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## In The West.

WHOLESALE BUSINESS IMPROVING—RETAIL TRADE QUIET—INTERVIEWS WITH SOME OF THE LEADING HOUSES—"STEINWAY HALL" IN CHICAGO—CHICKERING WAREROOMS—BENT'S FACTORY. THE MANUFACTURERS' PIANO CO.—NEWMAN BROS.' NEW STYLES—MR. MAC NALD IN NEW QUARTERS. MR. CHAPMAN. H. M. CABLE.

CALL at many of the leading factories during the past week enables me to state that there is a marked improvement in wholesale trade. Piano and organ manufacturers are not "stocking up," but are simply filling orders coming in, and they must be fairly good to keep business as active as it has been for the past eight or ten days. It looks now, and in fact all feel that way, that spring trade will not come in with a "rush;" it will be a slow but certain growth.

Retail trade, however, is quiet, but judging from an interview with members of the trade which appeared in the *Tribune* last Saturday, the showing for this year, so far, is not bad.

P. J. Healy said that January opened up with a 15 per cent. increase in trade over the same month in 1894, with mail orders 25 per cent. larger than in the banner year '92. He also said that the product of their factory is 50 per cent. greater than it was at this time last year.

At Estey & Camp's the reporter learned that they had taken more money in January and February this year than in the same months last year, but they have not sent out quite as many goods.

Lyon, Potter & Co. stated that January of this year was far in excess of the same month of '94. February, however, opened quiet, but by the middle of the month conditions became normal and are improving. They are of the opinion that the general business of '95 will exceed in volume that of last year, with better prices.

W. W. Kimball Co. told the *Tribune* man that this year so far has gone a little ahead of what they anticipated, and it still shows a slight tendency to improve.

Judging from these interviews, the leading houses take a very cheering view of the present and future.

Chicago can now boast of a "Steinway Hall." The six floors of the New Music Building, on Van Buren street, have been leased by Lyon, Potter & Co. for a term of ten years, and the building will be formally occupied on May 1st. The new Steinway Hall is a worthy home for the Steinway. It possesses a magnificent recital hall, which will contain a \$9,000 Farrand & Votey organ. All spare floor space will be occupied by music teachers and artists. Lyon, Potter & Co., and Messrs. Steinway are to be congratulated upon securing such admirable headquarters. Although a little out of the music trade centre, yet it is on one of our most important thoroughfares. In this building they will get a splendid opportunity of wareroom display. The new Steinway Hall will be to Chicago what Chickering and Steinway Halls are to New York—the great artistic and musical centre.

Although the lease has not been signed up to the time of my writing, I think it is safe to assume that 250 Wabash avenue will be the new home of the Chickering in Chicago. The location is an admirable one in every respect, and when fitted up it should make an excellent wareroom. Mr. Clayton F. Summy has been so long deciding where he would locate, he must feel easy at this matter being definitely settled.

It looks now as if George P. Bent's new factory will be ready for occupancy about the expected time, May 1st, when the lease of his present quarters expires. The structure is now over four stories high, and with the advent of settled weather speedy progress toward completion will be made.

The Manufacturers' Piano Co. are almost settled in their new warerooms, 256-8 Wabash avenue. It is a model establishment, and an honor to the Manufacturers' Co. Messrs. Curtis and Wright, who were East last week, have returned to town.

I had the pleasure of examining, during the week, some of the new piano cased organs just finished by the Newman Bros.' Co. They are certainly instruments that will appeal to the dealer, both in the way of tone and attractiveness. The case designs are very handsome. In these piano cased organs can be found the many patented improvements for which Newman Bros.' products have been noted. Newman Bros. piano case organs will, I am sure, become very popular with the trade. At least they should.

Charles H. MacDonald, Western manager of the Pease Piano Co., is now located in very comfortable quarters in the Mason & Hamlin Building, 250 Wabash avenue. He has greater opportunities than ever for developing the Western interests of the Pease, for the retail business will be looked after in a satisfactory manner by the Mason & Hamlin Co.

Mr. Chapman, of Wickham, Chapman & Co., Springfield, Ohio, was in town during the week. He reports an excellent business, and the receipt of a large number of orders from the East and this locality.

Leander Fisher will leave F. G. Smith on April 1st.

E. A. Potter, of Lyon, Potter & Co., has left for a two weeks' vacation in Florida.

H. M. Cable, of the C. C. O. C., is spending a couple of weeks in the East. Although he has gone on pleasure, it is probable he will manage to transact some business.

The death is announced of Christian Steger, an uncle of J. V. Steger, of Steger & Co. He was quite wealthy.

### Mr. Love Optimistic.

MALCOLM LOVE, of the Waterloo Organ Co., Waterloo, N. Y., came to town last Thursday. He informs us that there is an excellent demand for Malcolm Love pianos, and trade in organs has not depreciated in the least. Mr. Love states there is an appreciable increase in trade for the past two weeks, and he is of the opinion that better times are at hand.

### Manufacturers' Piano Co.

THE Manufacturers' Piano Co., of Chicago, held their semi-annual meeting at the warerooms of the Weber Piano Co., this city, Friday of last week. C. C. Curtis and A. M. Wright, of Chicago, were present. The business was purely routine and nothing of special moment was transacted.

### The Sterling Co.

THE STERLING Co., of Derby, Conn., have received satisfactory evidence since the first of the month that trade is picking up. There has been a noted increase in orders. Yet their trade during February was unusually good, times considered; they averaged something like nine pianos a day.